NMO02A MARKETING INFORMATION DIRECT ACCESS SYSTEM DATE 07/14/98
REPORTING GROUPS

AUXILIARY FUNCTIONS	PF02
ACTION AGAINST ACCESS	PF08
SFA MONTHLY OBJECTIVE	PF09
NAME & ADDRESS SYSTEM	PF10
MASTERS PROGRAM	PF11
MANAGEMENT PAYMENT INVOICING	PF12
FSI AUXILIARY FUNCTIONS	PF13
VENDING PAYMENTS	PF14
S.P.A.C.E. SYSTEM	PF15
SALES ANALYSIS - LIMITED DATA	PF16
MANAGEMENT HIERARCHY	PF17
POS SYSTEM DATA	PF20
ORDER BILLING INQUIRY	PF21
COUPON SERIALIZATION / MANAGEMENT	PF22

2077525600

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

DISTRIBUTOR HAS BEEN APPROVED FOR THIS QUARTER AND CANNOT BE UPDATED

MBSO09E VALUE ADDED SERVICES CHECKLIST PF09 07/14/98

MGMT ACCT: 27808 1ST QTR 1998 MASTERS PARTICIPANT: Y

TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/1994

CHAMBERS & OWEN CO VALUE ADDED: Y

1733 MORSE ST NON-COMPLIANCE PENALTY: 0%

JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

FISCAL YEAR ENDS DECEMBER NEW BRAND ACCEPTANCE: N

CRITERIA	CRITERIA MET			UPDATED
	JAN	FEB	MAR	
PROMOTION EXECUTION	Y	Y	Y	05/06/1998
HONOR ALL BILL-THROUGH ORDERS INCLUDNG PRE-BOOK	Y	Y	Y	05/06/1998
ORDERS FOR PM BRANDS PLACED BY UPC / PM EDI/UCS	Y	Y	Y	05/06/1998
INVOICE/RECEIPT RTL PURCHASES BY BRAND/UPC/SKU	Y	Y	Y	05/06/1998
NO EXCHANGE OF PM PKGS FROM COMPETITIVE REPS	Y	Y	Y	05/06/1998
ALLOW PHYSICAL INVENTORIES BY PM REPS	Y	Y	Y	05/06/1998
ACCEPTS RETRUNED GOODS FROM RETAILERS SERVICED	Y	Y	Y	05/06/1998
MINIUMUM DISTRIBUTION REQUIREMENT	Y	Y	Y	05/06/1998
NEW BRAND ACCEPTANCE	Y	Y	Y	05/06/1998

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE PRESS PF24 TO PRINT
07/14/98 VALUE ADDED SERVICES PF11 MBSO32R
MINIMUM DISTRIBUTION REQUIREMENTS BY MANAGEMENT ACCOUNT
SORT SEQ: C P=PACKING 1ST QTR 1998
C=CONTRIBUTION
REQUIRED PACKINGS ONLY? Y

MGMT ACCT #: 27808 MARKET: 4Q0 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST NEW BRAND ACCEPTANCE: N
JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

PACKING	CONTRIBUTION	REQUIRED	PURCHASED
BASIC LIGHTS 83MM REG HP	.29%	Y	Y
MERIT ULTIMA 100 SP	.27%	Y	Y
PARLIAMENT LS HP	.26%	Y	Y
MERIT KS HP	.26%	Y	Y
ALPINE MENTHOL F 100 SP	.25%	Y	Y
MERIT ULTIMA KS SP	.25%	Y	Y
MARLBORO KS SP 25'S	.25%	Y	Y

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS ENTER TO CONTINUE PRESS PF24 TO PRINT
07/14/98 VALUE ADDED SERVICES PF11 MBSO32R
MINIMUM DISTRIBUTION REQUIREMENTS BY MANAGEMENT ACCOUNT
SORT SEQ: C P=PACKING 1ST QTR 1998
C=CONTRIBUTION
REQUIRED PACKINGS ONLY? Y

MGMT ACCT #: 27808 MARKET: 4Q0 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST NEW BRAND ACCEPTANCE: N
JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

PACKING	CONTRIBUTION	REQUIRED	PURCHASED
MARLBORO LTS KS HP	16.62%	Y	Y
MARLBORO LS HP	13.01%	Y	Y
MARLBORO LTS KS SP	9.16%	Y	Y
MARLBORO KS SP	8.02%	Y	Y
MARLBORO LTS 100 HP	4.37%	Y	Y
MARLBORO LTS 100 SP	3.28%	Y	Y
MARLBORO LTS MENTHOL KSHP	2.22%	Y	Y
MERIT ULTRA LTS KS SP	1.71%	Y	Y
MARL MED 83 FT	1.66%	Y	Y
MARLBORO 100 HP	1.64%	Y	Y

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

AUXILIARY FUNCTIONS

PRINTER ASSIGNMENTS ═══ PF02

LOCATION ASSIGNMENTS ═══ PF03

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NMQA98A M.I.D.A.S PF2 DATE 07/14/98

SALES AND MARKETING PRINTER ASSIGNMENTS

M N T	USERID/ CRT	LOC/PRNT	ALT-LOC/ PRNT	COMMENT
	AFUSR5	PPCS18T	PPCS18T	CUSTOMER SERVICE
	AFUSR9	PPCS18T	PPCS18T	CUSTOMER SERVICE
	AFUS10	PPCS18T	PPCS18T	CUSTOMER SERVICE
	AFUS13	PPNG62T	PPCS18T	CUSTOMER SERVICE
	AFUS34	PPCS18T	PPCS18T	CUSTOMER SERVICE
	AMUSRB	PPFG04T		FINISHED GOODS
	BENTON	PC17	PC17	BENTON NAM OFFICE
	CJ5500	R5194	R5194	NICK KOCH
	CR84001	R4637	R4637	PRINTER MK 3000 ID:
	CR84003	R4635	R4635	PRINTER MK 3000 ID:
	CR84012	R4626	R4626	PRINTER MK 3000 ID:
	CR84029	R4609	R4609	PRINTER MK 3000 ID:
	CR84033	R4605	R4605	PRINTER MK 3000 ID:
	CR84035	R4603	R4603	PRINTER MK 3000 ID:
	CR84036	R4602	R4602	PRINTER MK 3000 ID:
	CR84037	R4601	R4601	PRINTER MK 3000 ID:
	CR84043	R4595	R4595	CUSTOMER SERVICE

PRESS ENTER TO SCROLL

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

SBSA00A PF01=HELP M.I.D.A.S. DATE: 07/14/98
NAME AND ADDRESS MAIN MENU 09:28:37

FLEET ========== PF05

TERRITORY PROFILE ======= PF06

EMPLOYEE PROFILE ======= PF07

TRANSFERS
EMPLOYEE TRANSFER ==== PF08
EMPLOYEE ASSIGNMENTS = PF09

POS DEPOT
INQUIRY BY SECTION ==== PF11
MAINTENANCE ========== PF12

APPROVALS ========== PF13

SPAN PRINT ========== PF16

EMPLOYEE DIRECTORY ======= PF18
HRIS SUBMENU ========== PF19
USER-IDS MENU ========== PF20

CONTACTS FOR NAME & ADDRESS QUESTIONS

SALES INFORMATION - NEW YORK
STEPHANIE SIMMONS ========> 1-212-880-2272
RON DZURILLA ========> 1-212-880-3381

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

```
SBSP01A       PF01=HELP      M.I.D.A.S.  PF06  PF04=VEHICLES    DATE: 07/14/98
                             TERRITORY PROFILE                   TIME: 09:29:11

ACTION:    SPAN ID:                                          INQ DT:    /    /
   (O)PEN  (C)LOSE  (U)PDATE
TERRITORY:    -    -              SSN:                       EFF DT:    /    /
                                  TITLE:
LAST NAME:                       FIRST:                     MI:
-------------------------------------------------------------------------------
TERR OPEN DT:     /    /      TERR CLOSE DT:    /    /
REPORTS TO:    -    -       PERM CONSIGNMENT:
HQ CITY/ST:                                          MARKET:
ASSIGNED VEH #:            VEH RCVRD:     /    /    VEH REISSUED:    /    /
       PRIMARY:    SPARE:
-------------------------------------------------------------------------------
POS DEPOT NAME:                                      POS DEPOT #:
POS ADDR 1:                                          CONTACT:
    ADDR 2:                                          PHONE #:
CITY/STATE/ZIP:
POS COMMENT:
-------------------------------------------------------------------------------
COMMENT:

301E: ENTER TERRITORY NUMBER
```

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

NMPA91A M.I.D.A.S. PF12 DATE: 07/14/98

MANAGEMENT ACCOUNT CONTRACT MAINTENANCE TIME: 10:10:08

ACCT MNT CD:

TERRITORY:

MGMT#: ALL PLANS: TOTAL STORES: PM INVOICE NO:

CONTRACT NAME AND ADDRESS:

SPACE NAME AND ADDRESS:

TAX ID: INC: ACCOUNT CLOSE DATE:

VF CD	MNT CD	PLAN	CAT	TYP	RATE FCTR	CONTR STRS	CURR STRS	EFF DATE	TERM DATE

2077525608

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

NMO01A
NMPA01A

MANAGEMENT PAYMENT INVOICING

DATE 07/14/98

WHOLESALE MASTERS PAYMENTS ========== PF03
MANAGEMENT CONTRACT PROFILE/MAINTENANCE========== PF12
MIDAS - REPORTING GROUPS ========== PF23

2077525609

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

NMO06A MARKETING INFORMATION DIRECT ACCESS SYSTEM DATE 07/14/98
SALES ANALYSIS - LIMITED DATA

SALES ANALYSIS SUMMARY - ALL LEVELS ═══════ PF13

SALES ANALYSIS SUMMARY - BY LEVELS ═══════ PF14

SALES CONTRIBUTION ANALYSIS ═══════ PF17

%CHANGE IN SALES VOLUME BY MARKET - SECTION ONLY ═══ PF18

CUSTOMER LISTING BY HEADQUARTER POINT - SECTION ONLY= PF19

CUSTOMER SALES INQUIRY ═══════ PF20

MIDAS - REPORTING GROUPS ═══════ PF23

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

OBE37A CUSTOMER SALES INQUIRY 07/14/98 10:27

CUSTOMER : 4823201 NAME CHAMBERS & OWEN INC
ADDRESS JANESVILLE INC LAST ACTIVE 07/13/98
1733 MORSE STREET
SALES HISTORY IN CIGARETTES JANESVILLE WI

CUR WK		MO	
	6,612,000		37,944,000
1	19,140,000	1	103,788,000
2	17,841,000	2	102,813,000
3	26,790,000	3	75,222,000
4	20,286,000	4	100,356,000
5	24,078,000	5	76,221,000
6	26,985,000	6	75,120,000
7	18,906,000	7	99,579,000
8	15,816,000	8	84,870,000
9	41,745,000	9	83,796,000
10	21,420,000	10	96,947,400
11	16,926,000	11	94,398,000
12	17,172,000	12	89,856,000
13	19,242,000		
14	19,746,000		
15	12,867,000		
TOTAL	325,572,000		1,120,910,400

TERRITORY	LIFO PAYBACK
45-44-00	0

WEEKLY TOTAL (13 WKS)	WEEKLY AVG (13 WKS)
286,347,000	22,026,692

MONTHLY TOTAL	MONTHLY AVG
1,082,966,400	90,247,200

2077525611

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

OBE37A CUSTOMER SALES INQUIRY

CUSTOMER : NAME
ADDRESS LAST ACTIVE

SALES HISTORY IN CIGARETTES

CUR WK	MO	TERRITORY	LIFO PAYBACK
1	1		
2	2		
3	3		
4	4		
5	5	WEEKLY	WEEKLY
6	6	TOTAL	AVG
7	7	(13 WKS)	(13 WKS)
8	8		
9	9		
10	10		
11	11	MONTHLY	MONTHLY
12	12	TOTAL	AVG
13			
14			
15			
TOTAL			

2077525612

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

MBS001B MASTERS PROGRAM MENU DATE: 07/14/98

VALUE ADDED SERVICES
- CHECKLIST ═══ PF09
- PACKING CONTRIBUTION BY MARKET ═══ PF10
- MINIMUM DISTRIB REQTS BY MGMT ACCOUNT ═══ PF11

SHARE VS TARGET BY SECTION ═══ PF12
PAYMENT CALCULATION BY SECTION ═══ PF13
SHIPMENT DATA RECEIVED WEEKLY STATUS ═══ PF14
MANAGEMENT ACCOUNT PURCHASES ═══ PF15
SHARE TARGETS/ADJUSTMENT FACTORS ═══ PF16
STARS DATA ERROR TOLERANCE ═══ PF17
PAYMENT APPROVAL AND OVERRIDES
- PAYMENT APPROVAL/PAYMENT HISTORY ═══ PF18
- APPROVAL SUMMARY ═══ PF19

MASTERS SUMMARY MENU ═══ PF20

RETAIL ACCOUNTS MENU ═══ PF21

MIDAS MENU ═══ PF23

2077525613

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

ACCOUNT DISPLAYED PF24 OR PF02 TO PRINT
07/14/98 PAYMENT APPROVAL/PAYMENT HISTORY PF18 MBSO50C
MGMT ACCT: 27808 1ST QTR 1998
TERRITORY: 45-44-00
CHAMBERS & OWEN CO MASTERS PARTICIPANT: Y
1733 MORSE ST
JANESVILLE WI 53545-0206 SHIPMENT WEEKS REPORTED: 13/13

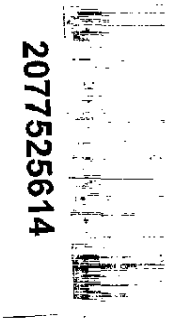
PREMIUM CARTON PURCH: 1,041,024 DISCOUNT CARTON PURCH: 190,041

COMPLIANCE CATEGORY	COMPLIANCE MET	OVERRIDE ENTRY
LATE REPORTING	Y	
PROMOTION REPORTING	Y	

APPROVE ACCOUNT FOR PAYMENT: Y

PAYEE ACCT: 27808
CHAMBERS & OWEN CO
1733 MORSE STREET
JANESVILLE WI 53545
CHECK NO:
CHECK DATE:
PM INVOICE NO:

TOTAL EARNED ==>	266,009.08
NON-COMPLIANCE PENALTY ==>	0.00
ADJUSTMENT ON CHECK ==>	0.00
ADJUSTMENT AFTER CHECK ==>	0.00
WITHHELD BY CREDIT ==>	0.00
NET AMOUNT ==>	266,009.08



Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

DISTRIBUTOR HAS BEEN APPROVED FOR THIS QUARTER AND CANNOT BE UPDATED

MBSO09E VALUE ADDED SERVICES CHECKLIST PF09 07/14/98

MGMT ACCT: 27808 1ST QTR 1998 MASTERS PARTICIPANT: Y

TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/1994

CHAMBERS & OWEN CO VALUE ADDED: Y

1733 MORSE ST NON-COMPLIANCE PENALTY: 0%

JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

FISCAL YEAR ENDS DECEMBER NEW BRAND ACCEPTANCE: N

CRITERIA	CRITERIA MET JAN	FEB	MAR	UPDATED
PROMOTION EXECUTION	Y	Y	Y	05/06/1998
HONOR ALL BILL-THROUGH ORDERS INCLUDNG PRE-BOOK	Y	Y	Y	05/06/1998
ORDERS FOR PM BRANDS PLACED BY UPC / PM EDI/UCS	Y	Y	Y	05/06/1998
INVOICE/RECEIPT RTL PURCHASES BY BRAND/UPC/SKU	Y	Y	Y	05/06/1998
NO EXCHANGE OF PM PKGS FROM COMPETITIVE REPS	Y	Y	Y	05/06/1998
ALLOW PHYSICAL INVENTORIES BY PM REPS	Y	Y	Y	05/06/1998
ACCEPTS RETRUNED GOODS FROM RETAILERS SERVICED	Y	Y	Y	05/06/1998
MINIUMUM DISTRIBUTION REQUIREMENT	Y	Y	Y	05/06/1998
NEW BRAND ACCEPTANCE	Y	Y	Y	05/06/1998

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS ENTER TO CONTINUE PRESS PF24 TO PRINT
07/14/98 VALUE ADDED SERVICES PF11 MBSO32R
MINIMUM DISTRIBUTION REQUIREMENTS BY MANAGEMENT ACCOUNT
SORT SEQ: C P=PACKING 1ST QTR 1998
C=CONTRIBUTION
REQUIRED PACKINGS ONLY? Y

MGMT ACCT #: 27808 MARKET: 4QO MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST NEW BRAND ACCEPTANCE: N
JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

PACKING	CONTRIBUTION	REQUIRED	PURCHASED
MARLBORO LTS KS HP	16.62%	Y	Y
MARLBORO LS HP	13.01%	Y	Y
MARLBORO LTS KS SP	9.16%	Y	Y
MARLBORO KS SP	8.02%	Y	Y
MARLBORO LTS 100 HP	4.37%	Y	Y
MARLBORO LTS 100 SP	3.28%	Y	Y
MARLBORO LTS MENTHOL KSHP	2.22%	Y	Y
MERIT ULTRA LTS KS SP	1.71%	Y	Y
MARL MED 83 FT	1.66%	Y	Y
MARLBORO 100 HP	1.64%	Y	Y

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE PRESS PF24 TO PRINT
07/14/98 VALUE ADDED SERVICES PF11 MBSO32R
MINIMUM DISTRIBUTION REQUIREMENTS BY MANAGEMENT ACCOUNT
SORT SEQ: C P=PACKING 1ST QTR 1998
C=CONTRIBUTION
REQUIRED PACKINGS ONLY? Y

MGMT ACCT #: 27808 MARKET: 4Q0 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST NEW BRAND ACCEPTANCE: N
JANESVILLE WI 53545 MINIMUM DISTRIBUTION MET: N

PACKING	CONTRIBUTION	REQUIRED	PURCHASED
BASIC LIGHTS 83MM REG HP	.29%	Y	Y
MERIT ULTIMA 100 SP	.27%	Y	Y
PARLIAMENT LS HP	.26%	Y	Y
MERIT KS HP	.26%	Y	Y
ALPINE MENTHOL F 100 SP	.25%	Y	Y
MERIT ULTIMA KS SP	.25%	Y	Y
MARLBORO KS SP 25'S	.25%	Y	Y

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/8 UP/DOWN PRESS PF24 TO PRINT
07/14/98 PAYMENT CALCULATION BY SECTION PF13 MBSO25R
MGMT ACCT: 27808 1ST QTR 1998 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO SHIPMENT WEEKS REPORTED: 13/13
1733 MORSE ST TOTAL CARTONS PURCH: 1,231,065
JANESVILLE WI 53545 QUAL CARTONS SHIPPD: 1,260,600
SHIPMENT INCREASE %: 0%
TOTAL PAYMNT VOLUME: 1,231,066
NONDIR NOT REPORTED: 56,724

ACCOUNT %CONTRIBUTION - QUAL CTN SHPD 100.0% NONDIR NOT RPTD 100.0%
TOTALS QUALIFIED

	CARTONS SHIPPED			PAYMENT VOLUME		CENTS/CTN	
	INDUSTRY	PM DIRECT	PM NONDIR	PM DIRECT	PM NONDIR	BASE	ADJ
PREM	1,899,232	1,024,649	49,846	1,000,596.5	49,846.3		22.6
DISC	510,459	179,225	6,877	173,745.0	6,877.7		16.1
TOTL	2,409,691	1,203,874	56,724	1,174,341.5	56,724.0	AVG	21.6

	POTENTIAL PAYMENT		PAYMENTS		
	MAXIMUM	UNEARNED	DIRECT	NON DIRECT	TOTAL
PREM	$241,601.84	$4,585.84	$230,137.20	$6,878.80	$237,016.00
DISC	$29,441.50	$448.42	$28,320.44	$672.64	$28,993.08
TOTL	$271,043.34	$5,034.26	$258,457.64	$7,551.44	$266,009.08

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/8 UP/DOWN PRESS PF24 TO PRINT

07/14/98 PAYMENT CALCULATION BY SECTION PF13 MBSO25R

MGMT ACCT: 27808 1ST QTR 1998 MASTERS PARTICIPANT: Y

TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94

CHAMBERS & OWEN CO SHIPMENT WEEKS REPORTED: 13/13

1733 MORSE ST TOTAL CARTONS PURCH: 1,231,065

JANESVILLE WI 53545 QUAL CARTONS SHIPPD: 1,260,600

SHIPMENT INCREASE %: 0%

TOTAL PAYMNT VOLUME: 1,231,066

NONDIR NOT REPORTED: 56,724

SECT 45 %CONTRIBUTION - QUAL CTN SHPD 57.9% NONDIR NOT RPTD 19.2%

	QUALIFIED CARTONS SHIPPED			PAYMENT VOLUME		CENTS/CTN	
	INDUSTRY	PM DIRECT	PM NONDIR	PM DIRECT	PM NONDIR	BASE	ADJ
PREM	1,060,886	591,550	8,963	559,593.7	8,963.3	23.0	23.0
DISC	345,843	126,912	1,927	120,350.0	1,927.7	16.3	16.3
TOTL	1,406,728	718,462	10,891	679,943.7	10,891.0	AVG	21.7

MEASURES	PM	DCAT	MIX	DCAT EXMPTN		PAYMENTS DIRECT	NON DIRECT	TOTAL
SHR	51.8	37.3	82.3	51.8	PREM	$128,706.55	$1,236.94	$129,943.49
TGT	52.5	39.1	75.0	52.5	DISC	$19,617.06	$188.53	$19,805.59
VAR	0.7-	1.8-	7.3	0.7-	TOTL	$148,323.61	$1,425.47	$149,749.08

2077525619

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/8 UP/DOWN PRESS PF24 TO PRINT
07/14/98 PAYMENT CALCULATION BY SECTION PF13 MBSO23R
MGMT ACCT: 27808 4TH QTR 1997 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST SHIPMENT WEEKS REPORTED: 13/13
JANESVILLE WI 53545 TOTAL CARTONS PURCHASED: 1,331,077
QUALIFIED CARTONS SHIPPED: 1,304,460
NONDIR CARTONS SHIPPED (NOT REPORTED): 42,385
OUTBOUND SHIPMENT ADJUSTMENT: 0%
PREMIUM CARTONS PURCH: 1155,675 DISCOUNT CARTONS PURCH: 175,402

SECT: 44 NON DMA TYPE	% VOL NONDIR TOT	PREM DISC MIX	PAYMENT VOLUME (CARTONS)	NON-DIRECT VOLUME (CARTONS)	ADJUSTED CENTS /CART	MASTERS PAYMENT
PREM		89.8	492987.2	24397.4	22.0	111,677.64
DISC	64.1	10.2	55996.3	2771.2	15.3	8,821.84
TOTL	42.6		548983.5	27168.6		120,499.48

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/8 UP/DOWN PRESS PF24 TO PRINT
07/14/98 SHARE VS TARGET BY SECTION PF12 MBSO22R
MGMT ACCT: 27808 4TH QTR 1997 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST SHIPMENT WEEKS REPORTED: 13/13
JANESVILLE WI 53545 TOTAL CARTONS PURCHASED: 1,331,077

PREMIUM CARTON PURCH: 1,155,675 DISCOUNT CARTON PURCH: 175,402

SECT: 44 COUNTY: 12031	TYPE	OUTBND PM CARTONS	OUTBND IND CARTONS	% VOL NONDIR TOT	PREM DISC MIX	PM SHARE	DMA ADJ	ADJ PM SHARE	TAR GET	SHARE VAR	CENTS /CART
MEN	PREM	967.0	22585.0								
	DISC	9.0	580.0								
	TOTL	976.0	23165.0			2.6					
NMEN	PREM	4528.0	12229.0								
	DISC	7.0	2468.0								
	TOTL	4535.0	14697.0								
TOTL	PREM	5495.0	34814.0		99.7	14.5					0.0
	DISC	16.0	3048.0	13.0	0.3	0.0					0.0
	TOTL	5511.0	37862.0	0.4		14.6	1.6	16.2	49.9	(33.7)	

207752621

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/8 UP/DOWN PRESS PF24 TO PRINT
07/14/98 PAYMENT CALCULATION BY SECTION PF13 MBSO23R
MGMT ACCT: 27808 4TH QTR 1997 MASTERS PARTICIPANT: Y
TERRITORY: 45-44-00 EFFECTIVE DATE: 04/01/94
CHAMBERS & OWEN CO VALUE ADDED: Y
1733 MORSE ST SHIPMENT WEEKS REPORTED: 13/13
JANESVILLE WI 53545 TOTAL CARTONS PURCHASED: 1,331,077
QUALIFIED CARTONS SHIPPED: 1,304,460
NONDIR CARTONS SHIPPED (NOT REPORTED): 42,385
OUTBOUND SHIPMENT ADJUSTMENT: 0%
PREMIUM CARTONS PURCH: 1155,675 DISCOUNT CARTONS PURCH: 175,402

SECT: 44 COUNTY: 12031 TYPE	% VOL NONDIR TOT	PREM DISC MIX	PAYMENT VOLUME (CARTONS)	NON-DIRECT VOLUME (CARTONS)	ADJUSTED CENTS /CART	MASTERS PAYMENT
PREM		99.7	5139.3	5493.5	0.0	
DISC	13.0	.3	15.5	16.5	0.0	
TOTL	.4		5154.8	5510.0		

2077525622

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 27808 1ST QTR 1998
TERRITORY: 45-44-00
CHAMBERS & OWEN CO
1733 MORSE ST
JANESVILLE WI 53545

	PREMIUM	DISCOUNT	TOTAL
GROSS VOLUME PURCHASES	1,043,817	191,676	1,235,493
RETURNED GOODS	2,792-	1,635-	4,427-
QUALIFIED CARTONS PURCHASED	1,041,024	190,041	1,231,065

2077525623

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 26922 1ST QTR 1998
TERRITORY: 52-82-00
CORE MARK - AURORA
3750 FRASER
AURORA CO 80011

	PREMIUM	DISCOUNT	TOTAL
GROSS VOLUME PURCHASES	696,660	68,814	765,474
RETURNED GOODS	2,398-	4,225-	6,623-
TRANSSHIP SHIPMENTS (21076)	23-	28-	51-
TRANSSHIP SHIPMENTS (39368)	5,580-		5,580-
QUALIFIED CARTONS PURCHASED	688,659	64,560	753,219

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 21076 1ST QTR 1998
TERRITORY: 52-41-00
KING SOOPERS
65 TEJON
DENVER CO 80223

	PREMIUM	DISCOUNT	TOTAL
TRANSSHIP PURCHASES (26922)	23	28	51
QUALIFIED CARTONS PURCHASED	23	28	51

2077525625

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 21076 1ST QTR 1998
TERRITORY: 52-41-00
KING SOOPERS
65 TEJON
DENVER CO 80223

	PREMIUM	DISCOUNT	TOTAL
TRANSSHIP PURCHASES (26922)	23	28	51
QUALIFIED CARTONS PURCHASED	23	28	51

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 51454 4TH QTR 1997
TERRITORY: 43-45-00
EBY BROWN CO. L.P.(I
5820 FORTUNE CIRCLE
INDIANAPOLIS IN 46241

	PREMIUM	DISCOUNT	TOTAL
GROSS VOLUME PURCHASES	1,501,165	219,126	1,720,291
GROSS LIFO PURCHASE VOLUME	295,410-	12,300-	307,710-
RETURNED GOODS	25,089-	6,907-	31,997-
TRANSSHIP PURCHASES (48728)	216	720	936
QUALIFIED CARTONS PURCHASED	1,180,881	200,638	1,381,520

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE
07/14/98 MANAGEMENT ACCOUNT PURCHASES PF15 MBSO24R
MGMT ACCT # 51454 1ST QTR 1998
TERRITORY: 43-45-00
EBY BROWN CO. L.P.(I
5820 FORTUNE CIRCLE
INDIANAPOLIS IN 46241

	PREMIUM	DISCOUNT	TOTAL
GROSS VOLUME PURCHASES	1,072,167	192,750	1,264,917
GROSS LIFO PURCHASE VOLUME	295,410	12,300	307,710
RETURNED GOODS	3,731-	1,306-	5,037-
QUALIFIED CARTONS PURCHASED	1,363,846	203,743	1,567,589

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

INQUIRY COMPLETE PRESS PF2/PF24 TO PRINT
07/14/98 STARS DATA ERROR TOLERANCE PF17 MBSO63R
MGMT ACCT # 27808 1ST QTR 1998
TERRITORY: 45-44-00 WEEKS REPORTED: 13/13
CHAMBERS & OWEN CO TOTAL CARTONS SHIPPED: 2,409,942
1733 MORSE ST % OF VOLUME IN ERROR: 0.00
JANESVILLE WI 53545

WEEK END	TOTAL INDUSTRY CARTON VOLUME	% OF CLEAN VOLUME	% OF VOLUME IN ERROR	EXCEEDS TOLERANCE LEVEL
01/03/98	196,222	100.00%	0.00%	NO
01/10/98	158,197	100.00%	0.00%	NO
01/17/98	185,561	100.00%	0.00%	NO
01/24/98	178,860	100.00%	0.00%	NO
01/31/98	184,188	100.00%	0.00%	NO
02/07/98	182,502	100.00%	0.00%	NO
02/14/98	184,566	100.00%	0.00%	NO
02/21/98	185,999	100.00%	0.00%	NO
02/28/98	190,227	100.00%	0.00%	NO
03/07/98	219,180	100.00%	0.00%	NO
03/14/98	164,424	100.00%	0.00%	NO
03/21/98	204,191	100.00%	0.00%	NO
03/28/98	175,830	100.00%	0.00%	NO

2077525629

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

MBS002B MASTERS SUMMARY MENU DATE: 07/14/98

PACKING CONTRIBUTION - MASS PRINT	PF03
REPORT MASS PRINT REQUEST	PF04
PENETRATION SUMMARY	PF06
TMM ACCOUNT SECTION REPORT	PF07
OVERRIDE SUMMARY	PF18
ADJUSTMENT SUMMARY	PF19
HEADQUARTERS QUARTERLY RECAP	PF21
MASTERS MENU	PF22
MIDAS MENU	PF23

2077525630

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS ENTER TO CONTINUE PF24 OR PF02 TO PRINT
07/14/98 HEADQUARTERS QUARTERLY RECAP PF21 MBSO8OR
1ST QTR 1998

HQ: 27808 HQ CARTONS PURCHASED: 1,231,065
TERRITORY: 45-44-00
CHAMBERS & OWEN CO POTENTIAL PAYMENT TO HIERARCHY: $266,009.08
AVERAGE CENTS/CARTON: 21.6

ACCT#	NAME	CITY	MSTRS ST	STAT	CARTONS PURCHASED	MASTERS PAYMENT	AVG CENTS/ CART
27808	CHAMBERS & OWE	JANESVILLE	WI	A	1,231,065	266,009.08	21.6

@ = ADJUSTMENT; R = UNDER REVIEW
STATUS: P=PAID; A=APPROVED; U=UNAPPROVED PARTICIPANT; D=DIRECT NON-PARTICIPANT

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF7/PF8 UP/DOWN PF24 OR PF02 TO PRINT
07/14/98 HEADQUARTERS QUARTERLY RECAP PF21 MBSO80R
1ST QTR 1998

HQ: 49099 HQ CARTONS PURCHASED: 59,401,334
TERRITORY: 30-45-00
MCLANE CO. INC. POTENTIAL PAYMENT TO HIERARCHY: $12,427,284.42
AVERAGE CENTS/CARTON: 20.9

ACCT#	NAME	CITY	ST	MSTRS STAT	CARTONS PURCHASED	MASTERS PAYMENT	AVG CENTS/ CART
13860	MC LANE MID-AT	FREDERICKSB	VA	A	2,428,197	615,217.02	25.3
12602	MC LANE S.E. I	ATHENS	GA	A	3,230,203	905,326.00	28.0
45382	MC LANE SOUTHE	BROOKHAVEN	MS	A	4,098,309	600,277.01	14.6
57927	MCLANE ATLANTI	FALMOUTH	VA	D		0.00	0.00
56217	MCLANE CAROLIN	BATTLEBORO	NC	A	2,275,957	589,986.34	25.9
49020	MCLANE CO. INC	TEMPLE	TX	D		0.00	0.00
53416	MCLANE COMPANY	TEMPLE	TX	D		0.00	0.00
54666	MCLANE CUMBERL	NICHOLASVIL	KY	A	3,775,567	754,540.52	20.0
53276	MCLANE HIGH PL	LUBBOCK	TX	A	2,347,336	451,046.45	19.2
51281	MCLANE MIDWEST	DANVILLE	IL	A	3,464,410	839,940.21	24.2
57945	MCLANE MOUNTAI	LONGMONT	CO	D		0.00	0.00

@ = ADJUSTMENT; R = UNDER REVIEW
STATUS: P=PAID; A=APPROVED; U=UNAPPROVED PARTICIPANT; D=DIRECT NON-PARTICIPANT

2077525632

Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

MBSO03B RETAIL ACCOUNTS MENU DATE: 07/14/98

STARS NONSPACE STORE SEARCH		PF02
PRINT REQUEST (RETAIL ACCOUNTS)		PF03
RETAIL ACCOUNTS..	BY SUPPLIER	PF04
	BY KEY ACCOUNT	PF06
	BY TERRITORY	PF09
CPW.....	BY SUPPLIER	PF10
	BY KEY ACCOUNT	PF11
	BY TERRITORY	PF12
COMPETITIVE VOL..	BY SUPPLIER	PF13
	BY KEY ACCOUNT	PF14
	BY TERRITORY	PF15
RETAIL ADDRESSES.	BY SUPPLIER	PF16
	BY KEY ACCOUNT	PF17
	BY TERRITORY	PF18
STARS PROFILE		PF19
STARS VOLUME DETAIL		PF20
MASTERS MENU		PF22
MIDAS MENU		PF23

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF24 TO PRINT

07/14/98 RETAIL ACCOUNTS BY SUPPLIER PF4 MBSQ21R

MGMT ACCT # 27808 1ST QTR 1998 TOTAL CARTONS SHIPPED: 1260599

TERRITORY : 45-44-00 WEEKS REPORTED: 13/13

CHAMBERS & OWEN CO START ACCOUNT # : FIRST WEEK RECEIVED: 01/03/98

1733 MORSE ST AND/OR SECTION : LAST WEEK RECEIVED: 03/28/98

JANESVILLE WI 53545 STARS ACCOUNTS REPORTED: 1,113

SPACE ACCOUNTS SUPPLIED: 910

	ACCT #	NAME	TERR	--- IND QTD ---- PREMIUM CARTONS	DISC CARTONS	PM TOTAL SHARE	------- PM QTD ------ PREMIUM CARTONS	DISC CARTONS	DISC SHARE
*	255170	A&M MINI MART	441101	552	1635	45.7	542	458	28.0
	670779	ABC DOLLAR PL	440705	4161	72	87.7	3686	28	39.1
*	223336	ADDISON MINI	440702	3418	171	58.0	1973	109	63.7
*	701335	ALPINE AUTO C	440402	84	9	71.0	57	9	100.0
	702105	ALPINE CITGO	440404	1779	136	79.2	1404	112	82.4
*	190625	AMOCO BICICC	440802	1101	61	59.6	652	41	67.2
*	915908	AMOCO OF DEER	44	345	0	64.3	222	0	0.0
*	725500	AMOCO RBU	441004	6361	1052	57.6	3858	411	39.1
*	725596	AMOCO RBU	441201	36793	6269	27.9	11076	927	14.8
*	725625	AMOCO RBU	441201	39091	7927	38.0	16414	1450	18.3
*	725636	AMOCO RBU	441201	13846	2477	37.4	5626	479	19.3
*	725698	AMOCO RBU	440603	7276	970	49.4	3908	169	17.4

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

SORT SEQ: ACCOUNT NAME

MGMT ACCT: 27808
TERRITORY: 45-44-00
CHAMBERS & OWEN CO
1733 MORSE ST
JANESVILLE WI
53545

SPACE:
CPW TOTAL: 220,566
PM CPW TOTAL: 113,470
ACCTS SUPPLIED: 910
AVG CPW: 242
AVG PM CPW: 125

STARS:
CPW TOTAL: 185,381
PM CPW TOTAL: 96,970
ACCTS REPORTED: 1,113
AVG CPW: 167
AVG PM CPW: 87
WEEKS REPORTED: 13/13
FIRST WEEK RECEIVED: 01/03/98
LAST WEEK RECEIVED: 03/28/98

STARS VOLUME/PCT	INCLUDED	PER-CENT	EXCLUDED PAYMENT ONLY	PER-CENT	EXCLUDED PAYMENT AND SHARE	PER-CENT	TOTAL INCLUDED & EXCLUDED	PER-CENT
IND PREMIUM MENTHOL	631,773	26.2			50	19.6	631,823	26.2
IND PREMIUM NONMENTHOL	1,267,460	52.6			205	80.4	1,267,665	52.6
IND PREMIUM TOTALS	1,899,233	78.8			255	100.0	1,899,488	78.8
IND DISCOUNT MENTHOL	151,701	6.3					151,701	6.3
IND DISCOUNT NONMENTHOL	358,758	14.9					358,758	14.9
IND DISCOUNT TOTALS	510,459	21.2					510,459	21.2
IND TOTALS	2,409,692				255		2,409,947	
PM PREMIUM MENTHOL	154,764	6.4					154,964	6.4
PM PREMIUM NONMENTHOL	919,533	38.2					919,533	38.2
PM PREMIUM TOTALS	1,074,497	44.6					1,074,497	44.6
PM DISCOUNT MENTHOL	59,820	2.5					59,820	2.5
PM DISCOUNT NONMENTHOL	126,283	5.2					126,283	5.2
PM DISCOUNT TOTALS	186,103	7.7					186,103	7.7
PM TOTALS	1,260,600	52.3					1,260,600	52.3

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF 7/8 UP/DOWN PF24/PF02 TO PRINT
07/14/98 RETAIL CPW BY SUPPLIER PF10 MBSO58R
MGMT ACCT # 27808 1ST QTR 1998 PM TOTAL CPW: 96,969
TERRITORY : 45-44-00 TOTAL BASIC CPW: 9,452
CHAMBERS & OWEN CO START ACCOUNT #: TOTAL MARLBORO CPW: 67,764
1733 MORSE ST OR SECTION: STARS ACCTS REPORTED: 1,113
JANESVILLE WI 53545 SPACE ACCOUNTS SUPPLIED: 910
WEEKS REPORTED: 13/13

			******* PREMIUM CPW *******			****** DISCOUNT CPW ******		
ACCT #	NAME	TERR	MARLBORO CARTONS	OTHER PM CARTONS	TOTAL IND	BASIC CARTONS	OTHER PM CARTONS	TOTAL IND
255170	A&M MINI MA	441101	31	11	42	33	2	126
670779	ABC DOLLAR	440705	225	58	320	2	0	6
223336	ADDISON MIN	440702	110	41	263	8	0	13
701335	ALPINE AUTO	440402	4	1	6	1	0	1
702105	ALPINE CITG	440404	99	9	137	8	0	10
190625	AMOCO BICI	440802	39	11	85	3	0	5
915908	AMOCO OF DE	44	12	5	27	0	0	0
725500	AMOCO RBU	441004	239	58	489	17	15	81
725596	AMOCO RBU	441201	357	495	2,830	51	21	482
725625	AMOCO RBU	441201	729	534	3,007	61	50	610
725636	AMOCO RBU	441201	267	165	1,065	23	13	191
725698	AMOCO RBU	440603	194	106	560	9	4	75

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF 7/8 UP/DOWN PF24/PF02 TO PRINT
07/14/98 COMPETITIVE VOLUME BY SUPPLIER PF13 MBSO64R
MGMT ACCT # 27808 1ST QTR 1998 SPACE ACCTS SUPPLIED: 910
TERRITORY : 45-44-00 STARS ACCTS REPORTED: 1113
CHAMBERS & OWEN CO START ACCOUNT #: WEEKS REPORTED: 13/13
1733 MORSE ST OR SECTION:
JANESVILLE WI 53545 VIEWING OPTIONS: V (V=VOLUME, S=SHARE)
T (T=TOTAL, P=PREM, D=DISC)
SHARE LESS THAN 100 % (FOR SHARE DISPLAY ONLY)

ACCT #	NAME	TERR	TOTAL CARTONS PM	RJR	B&W	LIGGETT	LORILL	OTHER
255170	A&M MINI MA	441101	1,000	0	1,132	0	5	50
670779	ABC DOLLAR	440705	3,714	64	156	3	296	0
223336	ADDISON MIN	440702	2,082	500	495	19	493	0
701335	ALPINE AUTO	440402	66	4	18	0	5	0
702105	ALPINE CITG	440404	1,516	209	70	4	116	0
190625	AMOCO BICI	440802	693	191	113	0	165	0
915908	AMOCO OF DE	44	222	46	47	0	30	0
725500	AMOCO RBU	441004	4,270	1,507	806	219	612	0
725596	AMOCO RBU	441201	12,004	7,291	12,043	2,707	9,005	13
725625	AMOCO RBU	441201	17,865	9,838	9,169	2,937	6,897	313
725636	AMOCO RBU	441201	6,105	3,056	3,606	825	2,676	55
725698	AMOCO RBU	440603	4,077	2,087	1,266	270	546	0

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF 7/8 UP/DOWN PF24/PF02 TO PRINT
07/14/98 RETAIL ACCOUNT ADDRESSES BY SUPPLIER PF16 MBSO60R
MGMT ACCT # 27808 1ST QTR 1998 OPTION: A (N = NON-SPACE,
TERRITORY : 45-44-00 S = SPACE, A = ALL)
CHAMBERS & OWEN CO START ACCOUNT #: WEEKS REPORTED: 13/13
1733 MORSE ST OR SECTION : STARS ACCTS REPORTED: 1,113
JANESVILLE WI 53545 SPACE ACCTS SUPPLIED: 910

ACCT	SECT	NAME	ADDRESS	CITY	ST	ZIP
725729	44	AMOCO RBU	3 JOLIET STREET	DYER	IN	46311
286810	44	HIGHLAND SHELL	9653 INDIANAPLS BLVD	HIGHLAND	IN	46322
772972	44	HIGHLAND SHELL ETD	3950 RIDGE RD	HIGHLAND	IN	46322
725625	44	AMOCO RBU	7522 CALUMET AVE	HAMMOND	IN	46324
725636	44	AMOCO RBU	7405 INDIANAPOLIS	HAMMOND	IN	46324
602084	44	SHELL OIL	2299 US 30	SCHERERVILLE	IN	46375
725596	44	AMOCO RBU	1340 INDIANAPOLIS BL	WHITING	IN	46394
702236	44	K B OIL INC	41082 N HIGHWAY 83	ANTIOCH	IL	60002
612133	44	ZELM'S AMOCO	102 W NORTHWEST HWY	ARLINGTON HTS	IL	60004
356718	44	SHARMA SHELL	3131 S. BUSSE RD	ARLINGTON HTS	IL	60005
701562	44	COVENTRY WASH & GAS	281 S VIRGINIA ST	CRYSTAL LAKE	IL	60014
725987	44	CRYSTAL LAKE AMOCO	339 VIRGINIA STREET	CRYSTAL LAKE	IL	60014
915908	44	AMOCO OF DEERFIELD	700 WAUKEGAN RD	DEERFIELD	IL	60015
611923	44	GOLF & DEE 76	9201 GOLF RD	DES PLAINES	IL	60016
317236	44	CHEMUNG SHELL	24102 ROUTE 173	HARVARD	IL	60033

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

PRESS PF 7/8 UP/DOWN PF24/PF02 TO PRINT
07/14/98 RETAIL ACCOUNT ADDRESSES BY SUPPLIER PF16 MBSO60R
MGMT ACCT # 27808 1ST QTR 1998 OPTION: N (N = NON-SPACE,
TERRITORY : 45-44-00 S = SPACE, A = ALL)
CHAMBERS & OWEN CO START ACCOUNT #: WEEKS REPORTED: 13/13
1733 MORSE ST OR SECTION : STARS ACCTS REPORTED: 1,113
JANESVILLE WI 53545 SPACE ACCTS SUPPLIED: 910

ACCT	SECT	NAME	ADDRESS	CITY	ST	ZIP
915908	44	AMOCO OF DEERFIELD	700 WAUKEGAN RD	DEERFIELD	IL	60015
99FOCO	44	STANDARD OF LK FORES	530 N WESTERN AVE	LAKE FOREST	IL	60045
9ABXDS	44	LK & LARAMIE SERV IN	3500 LAKE	WILMETTE	IL	60091
9AZ9TC	44	CIG DEPOT	813 SHERIDAN RD	WINTHROP HARBOR	IL	60096
9AYOYW	44	LUCKIES CIGARETTES	110 E HILL CREST DR	DEKALB	IL	60115
914150	44	TWO BIT LIQUORS	100 EAST WASHINGTON	AURORA	IL	60504
914270	44	COVELLI'S A-1 SERVIC	1362 W GALENA BLVD	AURORA	IL	60506
914352	44	GODING UNOCAL 76 MCC	1150 PRAIRIE ST	AURORA	IL	60506
913806	44	BOONE COUNTY FAMILY	4418 HIGHWAY 173	CALEDONIA	IL	61011
9AUFHM	44	KINNEY OIL INC	423 CENTER ST BOX 62	DURAND	IL	61024
9AULBZ	44	KINNEY STANDARD	423 CENTER ST	DURAND	IL	61024
919054	44	ZEKES COUNTRY STORE	201 EAST MAIN	WARREN	IL	61087
9ASRZR	44	ROCKFORD OIL	2975 PERRYVILLE RD	ROCKFORD	IL	61101
99C4YS	44	ONE STOP PHARMACY	517 MARCHESANO	ROCKFORD	IL	61102
913809	44	ATWOOD HOMESTEAD GOL	8990 OLD RIVER ROAD	ROCKFORD	IL	61103

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

MORE RETAIL ACCTS... PF7/8 - UP/DOWN.. PF24/PF2 - PRINT

07/14/98 RETAIL ACCOUNT STARS PROFILE PF19 MBSO27R

RETAIL ACCT: 101198 1ST QTR 1998 DISPLAY RETAILS FOR:

HILANDER FOODS TERRITORY: 44-04-02 TERR:

1730 S ALPINE RD KEY ACCOUNT: 57213 SUPPLIER: 27808

CALL NO: 034 KEY ACCT:

ROCKFORD IL 61108-6219

STARS:

--- SUPPLIER ---		WKS	IND	PM	--- IND QTD ---		--- PM QTD ---		PCT
ACCT #	NAME	RPT	CPW	CPW	PREM CARTONS	DISC CARTONS	PREM CARTONS	DISC CARTONS	VOL
27808	CHAMBERS & OWE	13/13	216	110	2,449	360	1,271	157	100.0
	TOTALS		216	110	2,449	360	1,271	157	

SPACE:

CPW VALUES	263	129	SUPPLIER
			27808 CHAMBERS & OWEN CO 100.0

CONTRACT	PLAN	CAT	RATE	RANGE
	PS	3	7	104 TO 122

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003

SUMMARY COMPLETE ..... PF24/PF2 - PRINT

07/14/98 RETAIL ACCOUNT STARS VOLUME DETAIL PF20 MBSO28R

RETAIL ACCT: 1ST QTR 1998 TERR:

TERRITORY: 45-44-00 VIEWING OPTION: V (V=VOL, S=SHR, M=MIX, C=COMP) SUPPLIER: 27808

CHAMBERS & OWEN CO HIERARCHY: N (Y/N)

1733 MORSE ST KEY ACCT:

JANESVILLE WI STARS ACCOUNTS REPORTED: 1,112 SUMMARY: Y (Y/N)

SPACE ACCOUNTS REPORTED: 910 WKS RPTD: 13/13

PM BRANDS				
	B&H	44,037	ALPINE	10,742
	MARLBORO	880,928	BASIC	122,872
	MERIT	85,953	BRISTOL	0
	PARLIAMENT	12,550	BUCKS	571
	VA SLIMS	47,633	CAMBRIDGE	23,522

	PM	RJR	B&W	LIGGETT	LORILL	OTHER
PREM NONMEN	919,532	251,859	68,285	5,151	21,645	987
PREM MEN	154,964	108,781	101,558	764	265,658	48
TOTAL PREM	1074,496	360,640	169,843	5,915	287,303	1,035
DISC NONMEN	126,283	88,334	87,913	7,239	41,532	7,457
DISC MEN	59,820	40,983	41,596	3,182	2,777	3,342
TOTAL DISC	186,103	129,317	129,509	10,421	44,309	10,799
TOTAL MEN	214,784	149,764	143,154	3,946	268,435	3,390
GRAND TOT	1260,599	489,957	299,352	16,336	331,612	11,834

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Source: https://www.industrydocuments.ucsf.edu/docs/lfpx0003